

Message Text

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PAGE 01 FRANKF 05664 281054Z

14

ACTION COME-00

INFO OCT-01 CIAE-00 DODE-00 EB-07 NRC-05 NSAE-00 USIA-06

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R 281002Z JUL 76

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 4928

INFO AMEMBASSY BONN

LIMITED OFFICIAL USE FRANKFURT 5664

EXCON FOR COMMERCE

E.O. 11652: N/A

TAGS: ESTC, GW

SUBJ: BASF AG, LUDWIGSHAFEN

REF: STATE A-3440

AS REQUESTED REPAIR, EDO SPOKE WITH MR. HEUER OF BASF ABOUT THE BROCHURE PUT OUT JOINTLY BY CARAMANT AND ELECTRONORGTECHNICA IN MOSCOW. MR. HEURER SAID THAT HE WAS UNAWARE OF THE BROCHURES' EXISTENCE UNTIL RECENTLY, WHEN HE RECEIVED A XEROXED COPY FROM CALCOMP. HE ADDED THAT THERE WAS NO AGREEMENT BETWEEN BASF AND EITHER CARAMANT OR ELECTRONORGTECHNICA AND NO SALES WERE MADE TO EITHER ORGANIZATION. MR. HEURER EMPHASIZED THAT HE IS WELL AWARE OF CARAMANTS DENIED STATUS AND WOULD NOT DEAL WITH THE FIRM IN ANY CASE.

IF INDEED THE JOINT CARAMANT/ELECTRORGTECHNICA MARKETING EFFORT WAS AIMED AT THE WEST (AND THE BROCHURE WAS IN ENGLISH) IT SEEMS UNLIKELY THAT BASF WOULD HAVE PARTICIPATED, SINCE THEIR OWN MARKETING IS EFFECTIVE HERE AND ELSEWHERE IN EUEOPE. IN ADDITION, MR. HEURER HAS BEEN COOPERATIVE ON THIS AND PREVIOUS EXCON MATTERS. EDO DOUBTS THAT BASF VIOLATED EXPORT ADMINISTRATION REGULATIONS BY SELLING TO CARAMANT. LEHMANN

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Message Attributes

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